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Montana Conference on Exports

Max S. Baucus

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Senator * or Department*: **BAUCUS**

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Record Type*: **Speeches & Remarks**

MONTH/YEAR of Records*: **October-1983**

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(1) Subject*: **Trade**

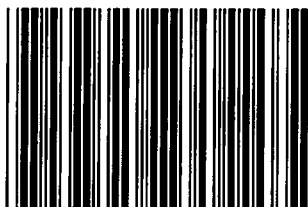
(select subject from controlled vocabulary, if your office has one)

(2) Subject* **Montana Conference on Exports**

DOCUMENT DATE*: **10/10/1983**

(Example: 01/12/1966)

* "required information"



BAUCUS

OPENING STATEMENT
SENATOR MAX BAUCUS
MONTANA CONFERENCE ON EXPORTS
OCTOBER 10, 1983

WELCOME TO THE MONTANA CONFERENCE ON EXPORTS AND THANK YOU
FOR COMING.

DURING THE PAST TWO YEARS, MONTANANS HAVE BEEN WORKING HARD
TO FIND NEW WAYS TO STRENGTHEN OUR STATE'S ECONOMY. THE "BUILD
MONTANA" PROGRAM HAS BEEN VERY CONSTRUCTIVE AND GOOD FOR THE
STATE.

I'M SURE YOU WERE AS PLEASED AS I WAS TO SEE THAT MONTANA'S
SMALL BUSINESS CLIMATE JUMPED DRAMATICALLY IN THE RATINGS THIS
YEAR. A SURVEY DONE BY INC. MAGAZINE NOW RANKS MONTANA'S SMALL
BUSINESS CLIMATE 14TH AMONG THE 50 STATES.

BUT EVERY STATE IS BECOMING MORE AGGRESSIVE -- AND MONTANA
WILL HAVE TO CONTINUE WORKING HARD TO KEEP ITS GOOD STANDING.

MUCH OF THAT HARD WORK WILL NEED TO BE DONE HERE AT HOME --
TO IMPROVE CONSTANTLY THE QUALITY AND QUANTITY OF MONTANA
PRODUCTS.

EXPANDING EXPORT OPPORTUNITIES

WE ALSO HAVE TO LOOK AT THE OTHER END OF MONTANA'S BUSINESS CHAIN. WE HAVE TO HELP MONTANANS FIND NEW MARKETS FOR THEIR PRODUCTS.

SOME OF THOSE MARKETS WILL BE IN OTHER STATES, SOME WILL BE IN FOREIGN COUNTRIES.

BUT NONE OF THOSE MARKETS WILL BE OPEN TO US IF WE DON'T ACTIVELY PURSUE THEM.

OTHER COUNTRIES ARE ALREADY COMPETING HUNGRILY FOR EXPORT MARKETS. THREE-FOURTHS OF AMERICAN BUSINESSES NOW FACE FOREIGN COMPETITION ON PRODUCTS RANGING FROM AUTOMOBILES AND MOTORCYCLES TO TELEVISIONS AND TYPEWRITERS.

A GREAT DEAL IS AT STAKE IN THIS COMPETITION: EVERY \$1 BILLION IN INCREASED AMERICAN EXPORTS CREATES 30,000 AMERICAN JOBS.

THAT'S WHY IT'S SO IMPORTANT TO PURSUE AN AGGRESSIVE EXPORT TRADE POLICY AT A NATIONAL LEVEL. THAT'S WHY WE MUST PURSUE INTERNATIONAL TRADE MORE VIGOROUSLY HERE IN MONTANA.

FREE TRADE AND TRADE BARRIERS

WE IN MONTANA HAVE A SOLID BASE OF EXPORTING TO EXPAND UPON. IN 1980, THE STATE EXPORTED \$71 MILLION WORTH OF LUMBER AND WOOD, \$48 MILLION WORTH OF PETROLEUM AND COAL AND \$25 MILLION WORTH OF CHEMICAL AND ALLIED PRODUCTS. IN 1981, OUR STATE EXPORTED \$420 MILLION WORTH OF WHEAT.

BECAUSE OF THIS EXPERIENCE, MONTANANS FAVOR FREE TRADE. BUT WE KNOW THAT FREE TRADE MUST BE RACKED WITH TOUGHNESS. WE CAN'T SIT IDLY BY WHILE COMPETITORS TRY TO KICK US AROUND THE INTERNATIONAL MARKETPLACE.

O EUROPEAN SUBSIDIES TO WHEAT PRODUCERS ENABLE THEM TO UNDERCUT AMERICAN SELLERS IN INTERNATIONAL MARKETS.

O JAPANESE BARRIERS TO SALES OF AMERICAN REEF LIMIT OUR SALES THERE BY AS MUCH AS \$500 MILLION.

O CANADA GIVES SUBSIDIES TO ITS TIMBER PRODUCERS THAT ENABLE THEM TO EXPORT SOFTWOOD LUMBER AT A LOWER PRICE THAN AMERICAN LUMBER.

THESE TRADE PRACTICES -- AND MANY OTHERS -- HURT MONTANA'S ABILITY TO COMPETE IN THE INTERNATIONAL MARKETPLACE.

WE IN MONTANA MUST CALL UPON CONGRESS AND THE PRESIDENT TO FIGHT FOREIGN UNFAIR TRADE PRACTICES BY STRENGTHENING TRADE LAWS AND AGREEMENTS AND BY RETALIATING WHERE APPROPRIATE.

OTHER APPROACHES

BUT WE SHOULD NOT ONLY FOCUS ON THE POLICIES OF OTHER GOVERNMENTS. THERE IS MUCH THAT NEEDS TO BE DONE HERE IN THE UNITED STATES AS WELL.

O WE MUST REDUCE OUR OWN BARRIERS TO EXPORTS. TOO MANY FEDERAL REGULATIONS HINDER, RATHER THAN PROMOTE, FOREIGN TRADE.

O WE MUST EXPLORE INNOVATIVE APPROACHES TO FINANCING SALES OF AMERICAN PRODUCTS OVERSEAS. THE RECENT USE OF BLENDED CREDITS TO SELL WHEAT FLOUR TO EGYPT WAS AN EFFECTIVE APPROACH THAT HELPED US OVERCOME EUROPEAN SUBSIDIES.

O MONTANA FIRMS MUST IMPROVE THEIR MARKETING EFFORTS THROUGH THE USE OF EXPORT TRADING COMPANIES, FEDERAL PROGRAMS RUN BY THE FOREIGN AGRICULTURAL SERVICE AND FOREIGN COMMERCIAL SERVICE, AND OTHER INNOVATIVE DEVICES.

CONCLUSION

THIS IS JUST A PARTIAL LIST OF WHAT NEEDS TO BE DONE.

WE IN MONTANA ARE ALREADY PARTICIPATING IN THE WORLD ECONOMY. BUT WE CAN DO EVEN MORE.

ALL WE NEED IS UP-TO-DATE INFORMATION AND THE PRACTICAL "KNOW-HOW" TO BECOME MORE EFFECTIVE EXPORTERS. I HOPE THAT TODAY'S CONFERENCE WILL PROVIDE THESE NECESSARY TOOLS.

BY EXAMINING TRENDS IN WASHINGTON, MINNESOTA, MASSACHUSETTS, IDAHO AND AROUND THE WORLD, WE CAN GET A BETTER IDEA OF HOW MONTANA FITS INTO THE BIG PICTURE.

I LOOK FORWARD TO WORKING TOGETHER WITH ALL OF YOU TO MAKE SURE MONTANA GETS A LARGE SLICE OF THE EXPORT PIE.

THANK YOU.